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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	MARCH 1986	MARCH 1985	JUL-MAR 1985/86	JUL-MAR 1984/85
Alabama	10,521	8,881	55,662	65,179
Alaska	0	0	61	289
Arizona	66	42	372	308
Arkansas	7,659	7,672	33,966	26,924
California	4,416	4,711	32,497	44,655
Colorado	1,289	1,712	4,388	6,703
Connecticut	601	483	3,290	3,180
Delaware	2,852	5,174	18,096	26,279
Florida	16,927	21,700	113,844	125,572
Georgia	22,031	24,743	111,975	137,359
Hawaii	57	(21)	6,852	11,461
Idaho	3,822	1,704	16,994	12,918
Illinois	37,789	29,456	574,980	627,319
Indiana	14,459	20,146	317,376	342,984
Iowa	23,006	13,232	353,527	451,886
Kansas	2,692	4,165	22,266	24,508
Kentucky	9,161	12,911	87,740	102,467
Louisiana	9,396	8,554	38,408	33,802
Maine	2,074	1,194	6,281	7,153
Maryland	4,415	3,141	23,579	24,632
Massachusetts	406	98	3,085	3,584
Michigan	8,590	6,815	143,332	157,945
Minnesota	11,168	8,138	229,677	276,742
Mississippi	5,892	4,378	20,742	43,049
Missouri	28,143	24,903	164,429	172,682
Montana	1,369	607	7,194	7,854
Nebraska	3,143	3,675	22,769	27,947
Nevada	373	0	373	0
New Hampshire	0	0	258	350
New Jersey	909	1,250	4,738	6,117
New Mexico	1,344	2,147	8,040	6,095
New York	6,119	16,143	44,149	59,268
North Carolina	21,432	29,423	71,786	103,749
North Dakota	945	365	14,111	15,129
Ohio	16,726	14,050	360,202	329,890
Oklahoma	2,864	2,597	13,537	40,906
Oregon	4,985	5,152	17,332	23,733
Pennsylvania	4,622	3,346	39,567	44,756
Rhode Island	80	78	1,013	1,584
South Carolina	14,256	16,849	92,132	65,855
South Dakota	582	583	7,362	8,475
Tennessee	14,543	22,826	84,712	95,259
Texas	16,224	20,572	92,124	108,726
Utah	1,299	3,114	12,361	9,655
Vermont	49	153	2,107	2,462
Virginia	18,055	8,068	94,925	58,544
Washington	6,261	4,935	28,225	27,941
West Virginia	542	1,030	1,870	4,039
Wisconsin	11,877	7,592	192,841	227,878
Wyoming	291	496	1,207	1,795
TOTAL U.S.:	376,322	378,988	3,598,354	4,007,587
CANADA				
Alberta	1,746	3,374	11,804	12,974
British Columbia	1,071	931	3,445	2,786
Manitoba	1,299	1,513	10,985	11,309
New Brunswick	666	643	3,736	8,966
Newfoundland	0	0	573	702
Nova Scotia	287	301	3,920	4,695
Ontario	8,207	21,129	203,988	219,216
Pr.Edw.Isle	2,352	0	6,448	9,816
Quebec	8,410	11,341	105,557	82,888
Saskatchewan	1,732	797	4,896	6,109
TOTAL CAN:	25,770	40,029	355,352	359,461
EXPORT SALES:	250,668	216,590	1,857,235	2,310,084
TOTAL AG SALES	652,760	635,607	5,810,941	6,677,132
Non-Ag U.S.	24,727	28,783	281,393	285,846
Canada	1,772	1,683	20,026	19,019
Exports	10,806	5,255	72,156	54,253
TOTAL NON-AG	37,305	35,721	373,575	359,118
GRAND TOTAL.....	690,065	671,328	6,184,516	7,036,250

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

MARCH, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	1,861	1,594	5,055	1,230	781	10,521
Alaska	0	0	0	0	0	0
Arizona	47	16	0	0	3	66
Arkansas	0	503	6,962	125	69	7,659
California	876	951	1,081	575	933	4,416
Colorado	171	33	926	32	127	1,289
Connecticut	0	374	57	63	107	601
Delaware	0	0	2,768	0	84	2,852
Florida	10,844	649	2,845	622	1,967	16,927
Georgia	2,557	196	13,722	3,054	2,502	22,031
Hawaii	0	0	0	0	57	57
Idaho	286	1,157	2,250	111	18	3,822
Illinois	3,447	22,661	5,831	5,656	194	37,789
Indiana	3,161	8,771	839	1,511	177	14,459
Iowa	2,558	7,693	9,491	3,250	14	23,006
Kansas	113	780	1,443	241	115	2,692
Kentucky	0	4,040	4,758	62	301	9,161
Louisiana	735	1,739	4,458	2,453	11	9,396
Maine	0	0	1,689	62	323	2,074
Maryland	0	0	3,991	209	215	4,415
Massachusetts	0	0	0	311	95	406
Michigan	1,710	1,398	5,111	227	144	8,590
Minnesota	0	3,963	6,386	626	193	11,168
Mississippi	0	301	4,638	864	89	5,892
Missouri	915	9,302	15,006	2,790	130	28,143
Montana	19	53	1,263	34	0	1,369
Nebraska	123	539	968	1,114	399	3,143
Nevada	0	22	0	0	351	373
New Hampshire	0	0	0	0	0	0
New Jersey	0	155	434	291	29	909
New Mexico	0	263	566	0	515	1,344
New York	661	16	4,599	309	534	6,119
North Carolina	2,148	3,400	11,751	2,713	1,420	21,432
North Dakota	0	123	738	84	0	945
Ohio	2,243	(1,166)	14,452	620	577	16,726
Oklahoma	60	657	1,995	63	89	2,864
Oregon	69	422	4,201	82	211	4,985
Pennsylvania	423	14	3,156	688	341	4,622
Rhode Island	0	58	0	0	22	80
South Carolina	785	1,972	9,810	657	1,032	14,256
South Dakota	0	132	421	29	0	582
Tennessee	968	146	12,796	237	396	14,543
Texas	2,829	3,106	8,249	0	2,040	16,224
Utah	1,190	0	102	0	7	1,299
Vermont	0	0	33	0	16	49
Virginia	1,371	682	12,235	3,655	112	18,055
Washington	940	521	3,728	697	375	6,261
West Virginia	0	482	60	0	0	542
Wisconsin	1,240	8,541	1,253	189	654	11,877
Wyoming	0	0	274	0	17	291
TOTAL U.S.:	44,350	86,259	192,391	35,536	17,786	376,322
CANADA						
Alberta	0	70	1,583	93	0	1,746
British Columbia	0	14	926	22	109	1,071
Manitoba	0	373	880	46	0	1,299
New Brunswick	0	0	644	0	22	666
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	287	0	0	287
Ontario	26	8,660	(572)	53	40	8,207
Pr.Edw.Isle	0	0	2,352	0	0	2,352
Quebec	0	1,454	6,860	78	18	8,410
Saskatchewan	(72)	545	1,259	0	0	1,732
TOTAL CAN:	(46)	11,116	14,219	292	189	25,770
* EXPORT SALES:	178,662	9,382	46,111	5,912	10,601	250,668
TOTAL AG SALES..	222,966	106,757	252,721	41,740	28,576	652,760
NON-AG U.S.	17,766	-	-	6,667	294	24,727
NON-AG CANADA	1,472	-	-	288	12	1,772
*NON-AG EXPORTS	376	-	-	10,430	0	10,806
TOTAL NON-AG:	19,614	-	-	17,385	306	37,305
GRAND TOTAL	242,580	106,757	252,721	59,125	28,882	690,065

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

MARCH, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	427	0	0	427
Australia	0	0	3,505	0	0	3,505
Bangladesh	10,497	0	0	0	0	10,497
Brazil	0	1,934	8,237	0	72	10,243
Chile	0	0	0	0	2,425	2,425
Columbia	0	0	8,415	0	727	9,142
Costa Rica	3,501	2,095	0	0	0	5,596
Denmark	11,583	0	0	0	0	11,583
Guatemala	0	0	7,429	0	0	7,429
Honduras	595	0	0	0	0	595
India	35,086	0	0	0	0	35,086
Indonesia	20,163	0	0	0	0	20,163
Jamaica	0	0	1,836	0	0	1,836
Japan	13,125	5,337	9,900	5,912	3,167	37,441
Korea	10,376	0	0	0	0	10,376
Malaysia	25,910	0	0	0	0	25,910
Mexico	392	16	0	0	4,199	4,607
New Zealand	13,328	0	0	0	0	13,328
Puerto Rico	0	0	0	0	11	11
Sri Lanka	3,335	0	0	0	0	3,335
Taiwan	21,187	0	0	0	0	21,187
Venezuela	9,584	0	6,362	0	0	15,946
TOTAL AG:	178,662	9,382	46,111	5,912	10,601	250,668
NON-AGRICULTURAL						
Italy	0	-	-	10,430	0	10,430
Japan	49	-	-	0	0	49
Mexico	324	-	-	0	0	324
Puerto Rico	3	-	-	0	0	3
TOTAL NON-AG:	376	-	-	10,430	0	10,806
TOTAL EXPORTS:	179,038	9,382	46,111	16,342	10,601	261,474

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K20)

MARCH, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Alabama	904	1,468	4,947	1,230	8,549
Alaska	0	0	0	0	0
Arizona	0	0	0	0	0
Arkansas	0	0	6,132	125	6,257
California	62	22	250	575	909
Colorado	0	0	80	32	112
Connecticut	0	374	57	63	494
Delaware	0	0	2,768	0	2,768
Florida	10,813	649	2,845	622	14,929
Georgia	2,557	196	13,722	3,054	19,529
Hawaii	0	0	0	0	0
Idaho	0	3	378	111	492
Illinois	3,447	22,661	5,831	5,656	37,595
Indiana	3,161	8,771	839	1,511	14,282
Iowa	2,558	7,662	8,355	3,250	21,825
Kansas	0	183	421	241	845
Kentucky	0	4,040	4,758	62	8,860
Louisiana	0	45	2,254	2,453	4,752
Maine	0	0	1,689	62	1,751
Maryland	0	0	3,991	209	4,200
Massachusetts	0	0	0	311	311
Michigan	1,710	1,398	5,111	227	8,446
Minnesota	0	3,963	6,386	626	10,975
Mississippi	0	301	4,638	864	5,803
Missouri	915	7,452	11,682	2,790	22,839
Montana	19	38	1,263	34	1,354
Nebraska	0	444	655	1,114	2,213
Nevada	0	0	0	0	0
New Hampshire	0	0	0	0	0
New Jersey	0	155	434	291	880
New Mexico	0	0	0	0	0
New York	661	16	4,599	309	5,585
North Carolina	2,148	3,400	11,751	2,713	20,012
North Dakota	0	123	738	84	945
Ohio	2,243	(1,166)	14,452	620	16,149
Oklahoma	0	0	411	63	474
Oregon	19	163	3,487	82	3,751
Pennsylvania	423	14	3,156	688	4,281
Rhode Island	0	58	0	0	58
South Carolina	785	1,972	9,810	657	13,224
South Dakota	0	132	373	29	534
Tennessee	968	146	12,796	237	14,147
Texas	0	0	483	0	483
Utah	1,185	0	0	0	1,185
Vermont	0	0	33	0	33
Virginia	1,371	682	12,235	3,655	17,943
Washington	940	431	3,569	697	5,637
West Virginia	0	482	60	0	542
Wisconsin	1,240	8,541	1,253	189	11,223
Wyoming	0	0	213	0	213
TOTAL U.S.:	38,129	74,819	168,905	35,536	317,389
CANADA					
Alberta	0	70	1,583	93	1,746
British Columbia	0	14	926	22	962
Manitoba	0	373	880	46	1,299
New Brunswick	0	0	644	0	644
Newfoundland	0	0	0	0	0
Nova Scotia	0	0	287	0	287
Ontario	26	8,660	(572)	53	8,167
Pr.Edw.Isle	0	0	2,352	0	2,352
Quebec	0	1,454	6,860	78	8,392
Saskatchewan	(72)	545	1,259	0	1,732
TOTAL CAN:	(46)	11,116	14,219	292	25,581
*EXPORT SALES:	153,952	7,432	37,447	5,912	204,743
TOTAL AGRIC.	192,035	93,367	220,571	41,740	547,713
NON-AG U.S.	8,537	-	-	6,667	15,204
NON-AG CANADA	1,472	-	-	288	1,760
*NON-AG EXPORTS	37	-	-	10,430	10,467
TOTAL NON-AG:	10,046	-	-	17,385	27,431
GRAND TOTAL	202,081	93,367	220,571	59,125	575,144

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K20)

MARCH, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	3,505	0	3,505
Bangladesh	10,497	0	0	0	10,497
Columbia	0	0	8,415	0	8,415
Costa Rica	3,501	2,095	0	0	5,596
Denmark	11,583	0	0	0	11,583
Guatemala	0	0	7,429	0	7,429
India	35,086	0	0	0	35,086
Indonesia	20,163	0	0	0	20,163
Jamaica	0	0	1,836	0	1,836
Japan	2,730	5,337	9,900	5,912	23,879
Korea	10,376	0	0	0	10,376
Malaysia	25,910	0	0	0	25,910
Sri Lanka	3,335	0	0	0	3,335
Taiwan	21,187	0	0	0	21,187
Venezuela	9,584	0	6,362	0	15,946
TOTAL AG:	153,952	7,432	37,447	5,912	204,743
NON-AGRICULTURAL					
Italy	0	-	-	10,430	10,430
Japan	37	-	-	0	37
TOTAL NON-AG:	37	-	-	10,430	10,467
TOTAL EXPORTS:	153,989	7,432	37,447	16,342	215,210

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS - (Short Tons K20)

MARCH, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	957	126	108	0	781	1,972
Alaska	0	0	0	0	0	0
Arizona	47	16	0	0	3	66
Arkansas	0	503	830	0	69	1,402
California	814	929	831	0	933	3,507
Colorado	171	33	846	0	127	1,177
Connecticut	0	0	0	0	107	107
Delaware	0	0	0	0	84	84
Florida	31	0	0	0	1,967	1,998
Georgia	0	0	0	0	2,502	2,502
Hawaii	0	0	0	0	57	57
Idaho	286	1,154	1,872	0	18	3,330
Illinois	0	0	0	0	194	194
Indiana	0	0	0	0	177	177
Iowa	0	31	1,136	0	14	1,181
Kansas	113	597	1,022	0	115	1,847
Kentucky	0	0	0	0	301	301
Louisiana	735	1,694	2,204	0	11	4,644
Maine	0	0	0	0	323	323
Maryland	0	0	0	0	215	215
Massachusetts	0	0	0	0	95	95
Michigan	0	0	0	0	144	144
Minnesota	0	0	0	0	193	193
Mississippi	0	0	0	0	89	89
Missouri	0	1,850	3,324	0	130	5,304
Montana	0	15	0	0	0	15
Nebraska	123	95	313	0	399	930
Nevada	0	22	0	0	351	373
New Hampshire	0	0	0	0	0	0
New Jersey	0	0	0	0	29	29
New Mexico	0	263	566	0	515	1,344
New York	0	0	0	0	534	534
North Carolina	0	0	0	0	1,420	1,420
North Dakota	0	0	0	0	0	0
Ohio	0	0	0	0	577	577
Oklahoma	60	657	1,584	0	89	2,390
Oregon	50	259	714	0	211	1,234
Pennsylvania	0	0	0	0	341	341
Rhode Island	0	0	0	0	22	22
South Carolina	0	0	0	0	1,032	1,032
South Dakota	0	0	48	0	0	48
Tennessee	0	0	0	0	396	396
Texas	2,829	3,106	7,766	0	2,040	15,741
Utah	5	0	102	0	7	114
Vermont	0	0	0	0	16	16
Virginia	0	0	0	0	112	112
Washington	0	90	159	0	375	624
West Virginia	0	0	0	0	0	0
Wisconsin	0	0	0	0	654	654
Wyoming	0	0	61	0	17	78
TOTAL U.S.:	6,221	11,440	23,486	0	17,786	58,933
CANADA						
Alberta	0	0	0	0	0	0
British Columbia	0	0	0	0	109	109
Manitoba	0	0	0	0	0	0
New Brunswick	0	0	0	0	22	22
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	0	0	0	0
Ontario	0	0	0	0	40	40
Pr.Edw.Isle	0	0	0	0	0	0
Quebec	0	0	0	0	18	18
Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	189	189
*EXPORT SALES:	24,710	1,950	8,664	0	10,601	45,925
TOTAL AGRIC:	30,931	13,390	32,150	0	28,576	105,047
NON-AG U.S.	9,229	0	0	0	294	9,523
NON-AG CANADA	0	0	0	0	12	12
*NON-AG EXPORTS	339	0	0	0	0	339
TOTAL NON-AG:	9,568	0	0	0	306	9,874
GRAND TOTAL	40,499	13,390	32,150	0	28,882	114,921

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K20)

MARCH, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	427	0	0	427
Brazil	0	1,934	8,237	0	72	10,243
Chile	0	0	0	0	2,425	2,425
Columbia	0	0	0	0	727	727
Honduras	595	0	0	0	0	595
Japan	10,395	0	0	0	3,167	13,562
Mexico	392	16	0	0	4,199	4,607
New Zealand	13,328	0	0	0	0	13,328
Puerto Rico	0	0	0	0	11	11
TOTAL AG:	24,710	1,950	8,664	0	10,601	45,925
NON-AGRICULTURAL						
Japan	12	-	-	0	0	12
Mexico	324	-	-	0	0	324
Puerto Rico	3	-	-	0	0	3
TOTAL NON-AG:	339	-	-	0	0	339
TOTAL EXPORTS:	25,049	1,950	8,664	0	10,601	46,264